

APPENDIX C PRICING INDEX
DIR-TSO-2705
TELAMON TECHNOLOGIES CORPORATION

Manufacturer/Product Line/Product Category	Customer Discount % off MSRP
Hardware	
CIENA	
ONCENTER & ONECONTROL ADV, OSP License Medi	5.75%
ONCENTER & ONECONTROL BASE	33.25%
OEM equipment	5.75%
Carrier Ethernet Portfolio (31xx/39xx/51xx/5305), ESM	46.25%
6500 Core	75.25%
6500 BB/10G/40G/100G/ Photonics/SW; CPL; 5200	79.25%
6500 MSPP/Switching	77.25%
4200 Cat A - Chassis and comms, 2150, 2110	77.25%
4200 Cat B - SW, Opt. ROADM	71.25%
PLOPT A/B	37.25%
PLOPTC	46.25%
PLOPTD/E; CES SFP/XFPs; 61xx; 5430/5410; 6200	55.25%
PLOPTF	66.25%
Maintenance	
Maintenance	16.25%
Technical Services	
Installation	16.25%
Training	16.25%
Certification Training	5.75%
Accessories	
Installation Related Materials (IRM)	5.75%